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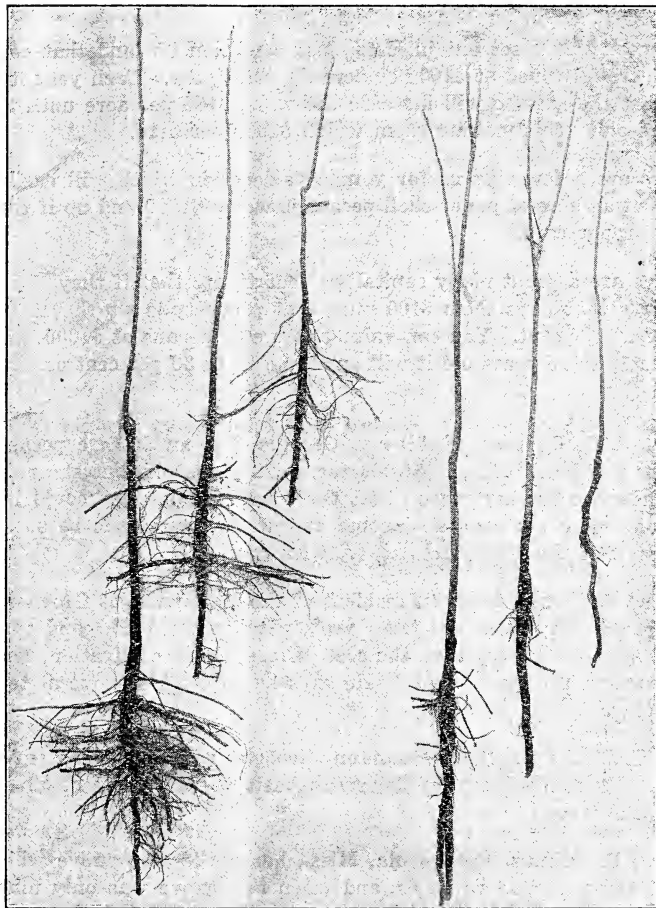
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TEXAS PECAN NURSERY

R. W. FAIR, Manager

ARP, TEXAS

(Smith County)



The Root System .
We Grow

The Kind of Roots
Others Grow

90 TO 100 PER CENT OF OUR TREES LIVE AND GROW OFF NICELY

SEE PRICE LIST

We are Members of the National Nut Growers Association, Texas Pecan Growers Association, Southwestern Nurseryman's Association, East Texas Chamber of Commerce.

THE FIRST THING a business man will ask when thinking of making an investment is, what will it pay and is it a safe investment? We think that we can prove to you, beyond a doubt, that money spent in setting out a pecan grove will bring you the largest profits and make the safest investment you can possibly make.

A pecan grove set out in first class condition on land that costs, say \$25 per acre is valued at \$100 per acre the first year. Each year it is estimated that the growth will increase the value \$100 per acre until they are ten years old. This making them worth \$1000 per acre.

Here are a few figures for your consideration which will easily prove to you that an acre of paper shell pecans is worth \$1000 and up if they have had the proper care.

There are a great many capitalists that figure that if they buy a piece of property that pays them \$100 rent, that property is worth \$1000, which would be 10 per cent. You can value an acre of pecans at \$1000, and when it is from 12 to 15 years old it will pay from 25 to 30 per cent on that valuation.

Mrs. T. D. Ramsey, of Albany, Georgia, has an 80-acre pecan grove, which she has been offered \$80,000 for at 12 years old, but she refused to sell it and gave for her reason that there was nothing she could invest in that would bring her such an income and at the same time be so safe for her children as the pecan grove. (A wise decision.)

Col. C. A. Duzee, former President of the National Nut Growers' Association, said: "My own best trees are eight years old now and they have returned me more money than the cost of trees, land, cultivation, fertilizing and interest on the investment." He says he values his grove at ten times what it cost.

Mr. C. M. Barnwell, of Baconton, Georgia, sold his young grove for \$200,000. He cannot give up the pecan business so he has begun another grove of 400 trees.

Mr. I. P. Delmas, Pascogoula, Miss., has an 18-acre grove which contains 325 trees of four varieties, and when this grove was only nine years old he gathered 9750 pounds of pecans from it. He sold these nuts at 75c, 60c and 40c per pound. Say he averaged 50c per pound, the crop for the year paid him \$4,875, or \$270 per acre and \$15 per tree. This 18-acre grove would pay 10 per cent on \$48,750.00 and each acre would pay 10 per cent on \$2,700 and each tree would pay 10 per cent on \$150. As stated before, this grove was only nine years old. You might say just beginning to bear. At 12 and 15 years their yield will be much greater than the above crop, and will continue to increase yield every year as long as they live, and there are lots of pecan trees that are known to be over a hundred years old and are still bearing heavy crops. Think and see if you can recall seeing many large pecan trees dead. Now the above grove has had good attention but

no better than we can give it if we will. Let's make a conservative estimate and cut the above figures one-half and figure on 20 trees per acre at \$7.50 per tree; one acre would bring \$150 which would be 10 per cent on \$1,500. Remember we are figuring on young trees, but wouldn't they be worth \$1,000 per acre if they never increased any more? A pecan grove will continually increase in value as the trees grow old.

An article appeared in Home and State of Dallas, said every home in the pecan district should have at least 25 to 30 good pecan trees set out around the yard, barnyard, cow lot, hog pens and fence corners. All these are fine if the trees are cultivated and started to growing nicely. In many cases pecan trees bear from 200 to 600 lbs. of pecans per tree and are readily sold at from 40c to 60c per pound. Twenty-five to thirty trees producing one-half of the above crop and selling at one fourth the above price, would add some \$750 to \$900 to the income from the farm.

Mr. John A. Lott of Waycross, Georgia, has a four-acre seedling grove which produced 5,000 pounds pecans one year which were sold at \$1,275, which was \$318.75 per acre, or would have been 10 per cent on \$3,187.50.

Are not these trees worth \$1000 per acre?

SUITABLE SOIL FOR PECANS.

The Department of Agriculture in Bulletin No. 2, says that a man can plant a pecan grove and cultivate the land in other crops as he has been doing and at the same time be developing his pecan grove that will be worth from \$1,000 to \$2,000 per acre.

Pecan trees will come nearer growing everywhere a tree will grow than any other tree we have. Land where you can find water from 10 to 35 feet deep will, as a rule, do fine. It has been thought that pecans must be set on bottom land, and it is good, but people are planting more pecans on up land and cut over pine land than any other kind these days and are getting just as good results as on bottom land. If you want a pecan grove and have land that grows other kind of trees you can grow pecans if you will put them out and care for them.

THE COST OF A PECAN GROVE IS SMALL.

There should only be 15 to 20 trees planted to the acre, and 100 trees will set out from 5 to 7 acres. LOOK AT OUR PRICE LIST and figure for yourself.

Start your pecan grove NOW, because you can never have it UNLESS YOU START IT.

A PECAN GROVE IS MUCH BETTER TO HAVE THAN LIFE INSURANCE.

It is better to set out a 10-acre pecan grove than it is to take out a \$10,000 life insurance policy of any form. You must die for your loved ones to get the money and in most cases insurance money does not last long.

If you will set out a pecan grove you will have the pleasure of watching it grow until it reaches the bearing age and then it will abundantly provide for you and your family. Remember you won't have to die to collect

but you can enjoy the many pleasures that a pecan grove will make it possible for you to enjoy with your family.

If you own your land you can set out four acres in pecans each year for the same money that the average man will pay on a \$2,000 twenty-year pay policy. At the end of twenty years your policy will have a cash value of about \$1,400. If you will set out four acres of pecans with the money you will pay as a premium each year for twenty years you will have an 80-acre grove from one to twenty years old. A grove like that would be worth an average of \$1,000 per acre or \$80,000, while your policy would only be worth about \$1,400. Won't it pay you to investigate this?

SET OUT PECAN TREES FOR SHADE TREES.

We find that in many places the people in the cities, towns and on the farms are putting out pecans for shade trees. This is a very wise idea, because there isn't any tree that makes a prettier shade tree than a pecan. It grows to be very large and has a most beautiful shape. Besides its beauty a few of these trees will add much in the way of food and cash. Why plant trees that will never be of any service except for shade? One good pecan tree will often pay from \$25.00 to \$50.00 per year.

VARIETIES.

We grow five different varieties which we consider the best that can be had. They are the Stuart, Schley, Delmas, Success, Halbert. We consider the first four as excellent varieties and you will find most groves are composed of these mostly. Our stock runs heavier of Stuart and Schley. All pecans are better suited to some localities than others, so if you are not posted send your order and we will give you the best trees for your section.

FOR SALE NOW.

We have for sale now, for this fall and winter delivery, some of the nicest trees we ever saw. These trees were budded in the spring and in forty-five days several of these buds had put out, bloomed and had several little pecans on them. The buds on our trees have made a growth of from one to seven feet. This shows that our trees are very healthy. **WE MAKE QUALITY FIRST.**

BUY TEXAS GROWN TREES.

If you are going to buy pecan trees give us a chance. You will find it much better to buy Texas grown trees than to buy them from some other state where the climate and soil are different. You can get your trees from us and have them in the ground again before they come from other states.

WHAT A FEW OF OUR CUSTOMERS SAY.

Write Them If You Like.

Chas. L. Edwards, Station A., Dallas, Texas, (Pecan Specialist): "Your pecan trees have the best root system I ever saw. Would rather have them at your prices than most pecan trees as a free gift."

Rev. J. B. Turrentine, Texarkana, Texas: "Every one of the pecan

trees bought from you last season have lived and made a fine growth. Will want your prices on more this fall."

E. B. Alford, of Mayfield-Alford Co., also president East Texas Chamber of Commerce, Tyler, Texas, of Henderson, Texas: "I have bought several lots of pecan trees from Texas Pecan Nursery, and it affords me pleasure to say that I have had excellent success with them, not losing over 2 per cent. I attribute this success to the excellent root system they are growing and to the special care they are giving to digging and packing trees."

Hec. A. McEachin, Editor of Democrat, Weatherford, Texas: "I desire to congratulate you on your pecan root system. The five twelve ft. trees purchased from you early in the spring reached me in splendid condition, and with a lateral root system that would have done credit to any apple nursery in the world. All of these trees lived and made a growth of at least 3 feet. Out of an investment of approximately \$100 in pecan trees from other nurseries extending over several years, the five purchased from you are all I have succeeded in growing."

T. E. Roberts, Gilmer, Texas: "I bought 410 pecan trees from you last year and only lost five. Have seen pecan trees grown by several nurseries but their trees won't begin to compare with yours. You have the BEST ROOT SYSTEM I have ever seen."

Temple, Texas, April 15, 1920.

Texas Pecan Nursery, Arp, Texas.

Dear Sirs:—I am glad to say that in my experiences and purchases of pecan trees from the Texas Pecan Nursery they have the best root system with their pecan trees I have ever seen. I have had signal success in planting and growing them.

I have always found you to be prompt in making shipments of such trees as I have ordered, and they have reached me in most excellent condition.

I believe that in planting pecan trees one of the most essential things is to get a splendid root system, and to buy the nursery trees that are budded and grafted in the nursery, and buy them from a dependable nursery. If you can use this to any advantage you are at liberty to do so.

Yours truly, P. L. DOWNS.

Mr. Downs is vice-president of the First State Bank, Temple, Texas, and also president of the Governing Board Texas Experiment Stations.

REFERENCES:

R. G. Dunn & Co.

Arp Guaranty State Bank, Arp, Texas.

Guaranty State Bank, Troup, Texas.

J. B. Mayfield, Tyler, Texas, Pres. Mayfield Gro. Co.

Henry Acker, Agricultural Supervisor, East Texas, Whitehouse, Texas.

East Texas Chamber of Commerce, Tyler, Texas.

PRICES ON OUR TREES.

Our prices are not on "runty" stock but on good thrifty trees that will with the root system they have, give excellent satisfaction and are as low as you can expect to get first class trees for. It costs more to grow large, thrifty trees than it does to grow shabby ones.

If you are going to buy pecan trees be sure to buy good ones. This is the first step to success in planting trees.

F. O. B. ARP, TEXAS

TREES	Lots of 1 to 25 each	Lots of 25 and up each	Lots of 100 and up each	Lots of 1000 and up each
1 to 2 feet	\$.85	\$.80	\$.75	\$.70
2 to 3 feet	.95	.90	.85	.80
3 to 4 feet	1.25	1.20	1.10	1.00
4 to 5 feet	1.50	1.40	1.35	1.30
5 to 6 feet	2.25	2.00	1.75	1.70

The following sizes are extra fine for shades around the house as well as for nuts:

6 to 7 feet	\$3.00	\$2.75	\$2.50
7 to 8 feet	3.75	3.25	3.00
8 to 9 feet	5.00	4.75	4.50
9 feet up	6.00	5.50	5.00

Don't put off ordering your trees until tomorrow, or next week, but do it today, as the sooner you get them out the better.

We grow the best rooted budded pecan trees grown in the South, as shown in picture. A good root system is the life and making of a pecan tree. **DON'T BUY ANYTHING ELSE.** 90 to 100 per cent of our trees live and grow off nicely.

The trees on left in picture on front page were grown by us.

We plant a certain kind of seed nuts that are especially fine for producing the best rooted trees that are grown.

Our soil here is also especially adapted to producing this excellent rooted pecan tree. A tree with good roots, like ours, can reach out in all directions and draw **MOISTURE** and **PLANT FOOD** with every root.

A well rooted tree will not only live better and grow better, but these roots will cause it to bear earlier and produce more nuts. A well rooted pecan tree should be twice as large in five years time as a poorly rooted tree like one shown on right side of picture.

The kind of tree you buy is your foundation. Buy the best.

The trees on right in picture were grown by other Nurseries.

Ninety per cent of the Pecan Nurseries grow pecan trees with this kind of a root system which can not draw any moisture or plant food except from the soil which comes in contact with this one tap root and in some cases a very few lateral roots.

A tree with practically no lateral roots, in most cases, can not live, and

the ones that do live can not make a satisfactory growth, as they can not draw a sufficient amount of moisture and plant food.

DON'T FAIL TO SET OUT THE RIGHT KIND OF TREES as your future success depends on the kind you set out.

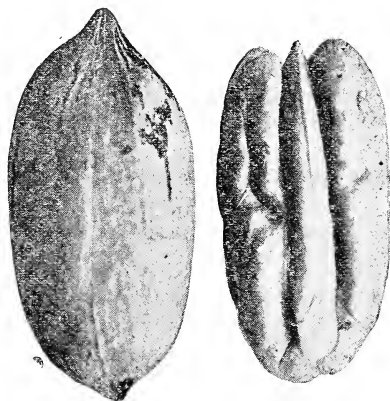
THE BEST IS THE CHEAPEST.

We grow nothing but pecans, we study nothing but pecans—why shouldn't we grow the BEST pecan trees that are grown? Of course you can buy trees like shown in right of picture for less money than we can sell ours, but what are you getting? Ours are the cheaper at twice their price. Let quality be first when you set your grove.

Yours very truly,

TEXAS PECAN NURSERY

Arp, Texas



If you are interested in pecan growing, write for our booklet on "How to Grow Paper Shell Pecans."

Give us the names of your friends who are interested.

OUR PECAN TOP WORKING DEPARTMENT

We have seen the need of a LARGE, RESPONSIBLE, PECAN TOP WORKING COMPANY, for some years, and have had many people wanting us to top work their trees for them, so we have added to our large Nursery business this TOP WORKING DEPARTMENT.

We take charge of your trees for a period of three years, and ABSOLUTELY GUARANTEE OUR WORK. Our charges will be made according to the size of the trees that are worked. We of course will have to have enough trees at one place, or near by, to justify our taking charge of them

for this period of time. **THIS METHOD WILL INSURE YOU A GOOD GROVE**, but if your work is done by a budder who never returns to give the buds or trees the after care that they will need for at least two or three years, you can not expect to get one bud out of ten to live and do any good.

Top worked trees will often pay from \$25.00 to \$50.00 per tree each year after they reach the age of five years from the time they were budded. **WON'T IT PAY YOU TO HAVE YOUR TREES TOPWORKED.** It costs us lots to have this work done, so it will be expensive to you, but it will pay you a thousand times to have it done.

Write us what you have and for our proposition today, as it will be necessary for us to take charge of your grove early. We will not be able to do one-half the work that we can get, so get lined up with us at once.

Address, TOP-WORKING DEPARTMENT,

TEXAS PECAN NURSERY,

ARP, TEXAS.

TWELVE REASONS WHY YOU SHOULD BUY OUR PECAN TREES

1st. We guarantee that our pecan trees have the **BEST LATERAL ROOT SYSTEM** that is grown in the United States and a good root system is the life and making of pecan trees; so do not fail to start with the **BEST** trees that can be bought.

2nd. Special seed nuts are selected in order to help produce our wonderful root system, as well as hardy, tough nursery stock.

3rd. Much care is used in selecting soil in which to grow our trees, which helps produce excellent roots.

4th. We give **SPECIAL ATTENTION** to the cultivation of our trees, which is a very important item in the pecan nursery.

5th. Our trees are all dug with spades, and in no case with tree diggers, in order to preserve their splendid roots. Of course this costs a great deal more, but we spare no expense if it helps to give you a better tree.

6th. As a rule, our trees are dug **FRESH** the same day they are shipped, which is an advantage over trees which have been healed out from 30 to 60, or even 90 days, which is often the case when you buy from fruit tree agents, or from nurseries who do not grow their trees, but buy pecan trees from wholesale nurseries located east of the Mississippi River, or in the coast country. Pecan trees grown in that section have developed very sorry root systems, because it is the nature of a pecan tree to have just a long tap root with no laterals. They are very tender, fast growing trees, on account of having a long growing season and plenty of moisture; but when these trees are shipped west of the Mississippi River, where we have long, dry, hot summers and hard freezes in the winter, most of them will die, and those that do not die will make runty trees. Why not buy trees that are acclimated to your section?

7th. Pecan trees grown in East Texas are not sappy, tender trees, but have been toughened by the many changes of weather that we have here, such as long, dry, hot summers and the freezing winters that we often have. You know Texas is noted for its **CHANGEABLE WEATHER**, so you can see that these conditions make our trees tougher and hardier and easier to live and grow off into thrifty trees, than trees grown under more favorable weather conditions all the way through.

8th. East Texas grown Pecan Trees are **BETTER** for you, **TEN TIMES**.

9th. Our customers get from 90 to 100 per cent of our trees to live and grow. Have you been getting such results from **OTHER PECAN TREES**?

10th. Special care is taken in packing our trees for shipment. They are packed well in sawdust and hay, covered with burlap, after which they are dipped in water. All of this insures their reaching you in good condition. No danger of roots being dried out.

11th. **ABSOLUTELY NO AGENTS**. Order your trees direct from us and save the 50 to 100 per cent that the agents make. They sell you trees that have the long tap root, with no lateral roots, and charge you \$2.00 for this kind of tree, where we will sell you the same size tree with four times the roots, for \$1.00. Can you always depend on what some agents tell you? In case your trees are not what they should be after a year or so, whom can you go to? Where is your agent, and can you get him to make them good?

12th. Every effort is put forth to please every customer, and to give him the **BEST PECAN TREES** grown.

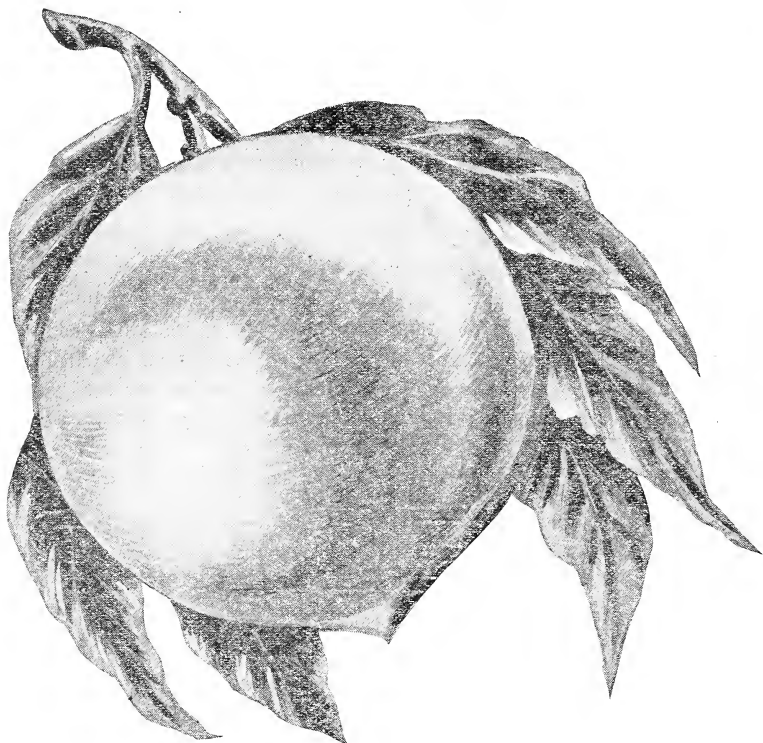


A COMPARISON OF OUR TREES WITH OTHER NURSERIES' TREES

If you are interested in pecan growing write us and we will send you one of our booklets on "HOW TO GROW PAPER SHELL PECANS."

Send the names of your friends, if they are interested.

WRITE TO
FAIR'S PEACH NURSERY, ARP, TEXAS
IF YOU ARE INTERESTED IN PEACH TREES.



This nursery is owned by the same people that own Texas Pecan Nursery, and you can count on the same honest treatment that they have always given their customers.

This peach nursery is one of the largest in the state and will take care of your order whether it be large or small as long as our trees last.

We have the leading varieties as listed below:

VICTOR R—Is one of the earliest peaches and ripens the last of May.

FAIR'S BEAUTY—(See Special Price). This is the first large yellow peach which ripens from June 5 to 10th. This peach will make you money.

EARLY WHEELER—This is a large white peach with red cheeks that ripens about June 5th to 10th.

SLAPPY—This is a good size, yellow, freestone peach, that ripens from June 18th to 25th.

ELBERTA—Everybody knows what this peach is. It ripens July 5th to 10th.

AUGBERTA—This peach ripens about August 10th to 20th, and is very much like the Elberta, but has a better flavor.

75 per cent of our stock is of the Elberta Variety.

FAIR'S BEAUTY, is a new peach that has been originated by R. W. Fair, and sells at the following prices: 100 or less, 1 to 2 ft., 40c; 2 to 3 ft., 50c; 3 to 4 ft., 60c; 4 to 5 ft., 75c; and 5 to 6 ft., \$1.00.

PRICES ON ALL OTHER TREES EXCEPT FAIR'S BEAUTY, F. O. B., ARP, TEXAS.

TREES	Lots of 1 to 25 each	Lots of 25 to 100 each	Lots of 100 to 1000 each	Lots of 1000 and up
12 to 18 inches	\$.25	\$.20	\$.17½	\$.15
18 to 24 inches	.27½	.22½	.20	.17½
2 to 3 feet	.30	.25	.22½	.20
3 to 4 feet	.35	.30	.27½	.22½
4 to 5 feet	.50	.37½	.35	.30
5 to 6 feet	.75	.60		

ORDER YOUR TREES FROM THIS PAMPHLET TODAY, SO YOU CAN BE SURE TO GET WHAT YOU WANT, AS ALL TREES ARE SCARCE THIS YEAR. Send your check to cover your order and we will ship as near as possible to suit your convenience.

WE DO A MAIL ORDER BUSINESS ONLY.

Address all letters to

FAIR'S PEACH NURSERY

Arp, Smith County, Texas

